

Strictly private & confidential

OpCo Regional Subgroup Individual Banker Summary Managing Directors

November 21, 2003

Deutsche Bank 


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DB 000117

Corporate Finance - Americas
MD-Director - P&P Summary Sheet

| | | | |
|---------------------------------------|-------------------|---------------------------------------|-----------------|
| Individual Information | | Employee A | |
| Name | Managing Director | | |
| Title | Media | | |
| Industry/Product Group | | | REDACTED |
| Area of Focus | | | |
| Rankings | | B+ | |
| 2003 Regional Opco Composite Bucket | A | | |
| - Qualitative | - | | |
| - Quantitative | - | | |
| - Cultural | - | | |
| 2003 Group/Product Head Ranking | [tbd] | | |
| 2003 Opco Ordinal Ranking | | | |
| 2002 Comp Bucket | A | | |
| Guarantee 2003 (Y/N) | No | | |
| Financial Summary (a) | | Ranking (GCF rev by Title) (b) | |
| Revenue (euro) | GCF | Ranking | |
| Controlling Revenue (Nov 14th) | 48,292 | na | |
| P&S Revenue (Sept 30) | 11,056 | na | |
| BPad (Q3 2003) | | | |
| Market Fees (Wallet) | 79 | | |
| DB Market Share | 1% | | |
| DB BPad Revenue | 0.6 | | |
| Coverage Wallet Meets Target (>112.5) | NO | | |

(a) See attached detail
 (b) Ranking CAG or Product or Sponsor Specific

| Corporate Finance - Americas | | | | | | | |
|---------------------------------------|------------------------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| MD-Director - Deal Sheet and Pipeline | | | | | | | |
| 2003 Review | | 2004 Outlook | | 2005 Forecast | | | |
| Category | Description | Target | Actual | Debt | Equity | CS Value | Comments |
| Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn | Bank/Lehman/Bairn |
| Media | Echostar - acqn advisory and financing (GM + HE) | HY Bonds | 16,227 | 16,227 | 4,688 | 4,688 | |
| Media | Echostar - acqn advisory and financing (GM + HE) | Lev. Loans | 8,829 | -8,829 | 3,532 | 3,532 | |
| Media | DirectTV - bank/HY financing ('03 Q3) | Lev. Loans | 7,840 | 7,840 | 1,120 | 1,120 | |
| Media | TH Lee/Bairn/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaille | HY Bonds | 4,630 | 4,630 | | | |
| Media | TH Lee/Bairn/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaille | HY Bonds | 4,378 | 4,378 | 659 | 659 | |
| Media | DirectTV - bank/HY financing ('03 Q3) | Equity | 3,010 | 1,505 | 502 | 251 | |
| Media | Citadel Broadcasting - IPO ('03 Q3) | M&A | 1,389 | 1,389 | 556 | 556 | |
| Media | Echostar - acqn advisory and financing (GM + HE) | M&A | 1,013 | 1,013 | | | |
| Media | TH Lee/Bairn/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaille | M&A | 324 | 324 | | | |
| Media | TH Lee/Bairn/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaille | Lev. Loans | 287 | 143 | | | |
| Media | TH Lee/Bairn/Blackstone - EXCLUSIVITY for Houghton Mifflin / Versaille | Equity Linked | 165 | 165 | | | |
| Media | Sinclair Broadcast Group - convertible offering (2Q '03) | HY Bonds | 159 | 159 | | | |
| Media | Sinclair Broadcast Group - HY offering (4Q '02) | HY Bonds | 123 | 37 | | | |
| Media | Spanish Broadcasting - refinancing (4Q03) | DCM JV | | | | | |
| Media | Viacom - \$750mm - IG Bond - Q2 '03 | HY Bonds | 53 | 53 | | | |
| Media | Sinclair Broadcast - HY offering (2Q '03) | HY Bonds | 11 | 5 | | | |
| Media | MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) | Equity | (146) | (146) | | | |
| Media | Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 | HY Bonds | 48,292 | 46,551 | 11,056 | 10,805 | |
| | Total | | | | | | |
| Employee A | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| 2003-2004 Matrix | | | | | | | |
| Employee B | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee C | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee D | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee E | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee F | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee G | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee H | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee I | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee J | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee K | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee L | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee M | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee N | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee O | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee P | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee Q | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee R | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee S | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee T | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee U | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee V | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee W | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee X | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee Y | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee Z | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee AA | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee BB | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee CC | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee DD | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee EE | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee FF | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee GG | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee HH | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee II | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee JJ | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee KK | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee LL | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee MM | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee NN | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee OO | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee PP | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee QQ | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee RR | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee SS | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee TT | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee YY | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee ZZ | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee AA | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee BB | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee CC | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee DD | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee EE | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee FF | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |
| Employee GG | | | | | | | |
| | Media | Google - IPO | | Equity/IPO | 5,000 | 5,000 | |
| | Total | | | Total | 5,000 | 5,000 | |

Employee A

Corporate Finance - Americas
MD-Director - P&P Summary Sheet

| | | | |
|---------------------------------------|-----------------|-----------------------------------------------------------------------------------------|--------------------------------|
| Individual Information | | Employee B Managing Director Media Broadcasting, Outdoor Yellow Pages, Publish | |
| Name | | | |
| Title | | | |
| Industry/Product Group | | | |
| Area of Focus | | | |
| Rankings | | | |
| 2003 Regional Opco Composite Bucket | B- | | |
| - Qualitative | B | | |
| - Quantitative | B | | |
| - Cultural | B | | |
| 2003 Group/Product Head Ranking | 1 of 6 [tbd] | | |
| 2003 Opco Ordinal Ranking | | | |
| 2002 Comp Bucket | B | | |
| Guarantee 2003 (Y/N) | No | | |
| Financial Summary (a) | | | |
| Revenue (euro) | | | |
| Controlling Revenue (Nov 14th) | | 26,290 | Ranking (GCF rev by Title) (b) |
| P&S Revenue (Sept 30) | 30,021 | 7 of 41 | |
| | 3,162 | 12 of 41 | |
| BPad (Q3 2003) | | | |
| Market Fees (Wallet) | 67 | | |
| DB Market Share | 5% | | |
| DB BPad Revenue | 3.6 | | |
| Coverage Wallet Meets Target (>112.5) | NO | | |

(a) See attached deal detail

(b) Ranking CAG or Product or Sponsor Specific

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**Corporate Finance - Americas
MD-Director - P&P Summary Sheet**

| | | |
|---------------------------------------|-----------------|-----------------------------------------------------------------------------------|
| Individual Information | | Graves,Daniel B. Managing Director Media Broadcasting, Cable TV, Content |
| Name | Title | Industry/Product Group Area of Focus |
| | | |
| Rankings | | |
| 2003 Regional Opco Composite Bucket | D | |
| - Qualitative | C | |
| - Quantitative | C | |
| - Cultural | D | |
| 2003 Group/Product Head Ranking | 5 of 6 [tbd] | |
| 2003 Opco Ordinal Ranking | | |
| 2002 Comp Bucket | C | |
| Guarantee 2003 (Y/N) | No | |
| | | |
| Financial Summary (a) | | |
| Revenue (euro) | | |
| Controlling Revenue (Nov 14th) | 2,467 | Ranking (gcf rev by Title) (b) |
| P&S Revenue (Sept 30) | 403 | 34 of 41 |
| | | 32 of 41 |
| BPad (Q3 2003) | | |
| Market Fees (Wallet) | 50 | |
| DB Market Share | 7% | |
| DB BPad Revenue | 3.4 | |
| Coverage Wallet Meets Target (>112.5) | NO | |

(a) See attached deal detail

(b) Ranking CAG or Product or Sponsor Specific

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Corporate Finance - Americas
MD-Director - P&P Summary Sheet

| | | | |
|---------------------------------------|-------|---------------------------------|---------------------------------------|
| Individual Information | | Employee C | |
| Name | | Managing Director | |
| Title | | Media | |
| Industry/Product Group | | Cable TV, Entertainment, Towers | |
| Area of Focus | | | |
| Rankings | | | |
| 2003 Regional Opco Composite Bucket | B | 2003 Group/Product Head Ranking | 4 of 6 [tbd] |
| - Qualitative | B | 2003 Opco Ordinal Ranking | |
| - Quantitative | C | 2002 Comp Bucket | B |
| - Cultural | C | Guarantee 2003 (Y/N) | No |
| Financial Summary (a) | | Franchise | |
| Revenue (euro) | 2,497 | GCF | Ranking (GCF rev by Title) (b) |
| Controlling Revenue (Nov 14th) | 845 | 1,176 | 37 of 41 |
| P&S Revenue (Sept 30) | | 422 | 31 of 41 |
| BPaD (Q3 2003) | | | |
| Market Fees (Wallet) | 111 | | |
| DB Market Share | 3% | | |
| DB BPaD Revenue | 3.3 | | |
| Coverage Wallet Meets Target (>112.5) | NO | | |

- (a) See attached deal detail
 (b) Ranking CAG or Product or Sponsor Specific

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DB 000125

**Corporate Finance - Americas
MD-Director - P&P Summary Sheet**

| | | | |
|---------------------------------------|-----------|--------------------------|--------------------------------|
| Individual Information | | Employee D | |
| Name | | Managing Director | |
| Title | | Media | |
| Industry/Product Group | | TV Broadcasting, Cinemas | |
| Area of Focus | | | |
| Rankings | | | |
| 2003 Regional Opco Composite Bucket | C | | |
| - Qualitative | B | | |
| - Quantitative | C | | |
| - Cultural | B | | |
| 2003 Group/Product Head Ranking | 6 of 6 | | |
| 2003 Opco Ordinal Ranking | [tbd] | | |
| 2002 Comp Bucket | C | | |
| Guarantee 2003 (Y/N) | No | | |
| Financial Summary (a) | | | |
| Revenue (euro) | Franchise | GCF | Ranking (GCF rev by Title) (b) |
| Controlling Revenue (Nov 14th) | 4,036 | 3,460 | 29 of 41 |
| P&S Revenue (Sept 30) | 838 | 727 | 26 of 41 |
| BPaD (Q3 2003) | | | |
| Market Fees (Wallet) | 48 | | |
| DB Market Share | 24% | | |
| DB BPaD Revenue | 11.5 | | |
| Coverage Wallet Meets Target (>112.5) | NO | | |

- (a) See attached deal detail
 (b) Ranking CAG or Product or Sponsor Specific

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**Corporate Finance - Americas
MD-Director - P&P Summary Sheet**

| | | | |
|---------------------------------------|-----------|---------------------------------|--------------------------------|
| Individual Information | | Employee E | |
| Name | | Managing Director | |
| Title | Media | | |
| Industry/Product Group | | | |
| Area of Focus | | | |
| Rankings | | Rankings | |
| 2003 Regional Opco Composite Bucket | D | 2003 Group/Product Head Ranking | 3 of 6 |
| - Qualitative | B | 2003 Opco Ordinal Ranking | [tbd] |
| - Quantitative | D | 2002 Comp Bucket | B |
| - Cultural | B | Guarantee 2003 (Y/N) | No |
| Financial Summary (a) | | Financial Summary (a) | |
| Revenue (euro) | Franchise | GCF | Ranking (GCF rev by Title) (b) |
| Controlling Revenue (Nov 14th) | 37 | 11 | 41 of 41 |
| P&S Revenue (Sept 30) | - | - | 41 of 41 |
| BPoD (Q3 2003) | | BPoD (Q3 2003) | |
| Market Fees (Wallet) | 95 | | |
| DB Market Share | 0% | | |
| DB BPoD Revenue | 0.2 | | |
| Coverage Wallet Meets Target (>112.5) | NO | | |

- (a) See attached deal detail
 (b) Ranking CAG or Product or Sponsor Specific

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